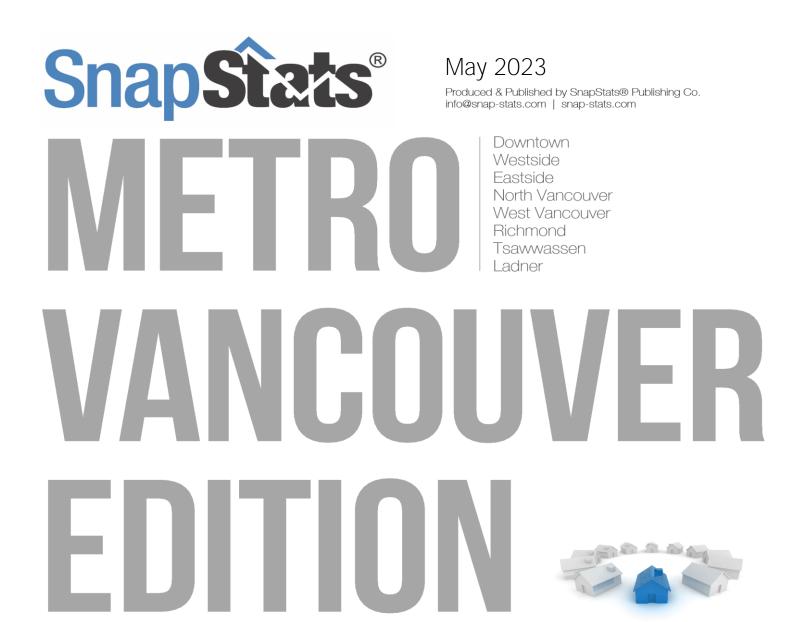
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1838 West 1 Avenue Vancouver, BC V6J 1G5





VANCOUVER DOWNTOWN

MAY 2023

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	4	0	NA
300,001 - 400,000	7	5	71%
400,001 - 500,000	12	8	67%
500,001 - 600,000	47	25	53%
600,001 – 700,000	68	40	59%
700,001 - 800,000	79	25	32%
800,001 – 900,000	76	22	29%
900,001 - 1,000,000	49	13	27%
1,000,001 - 1,250,000	90	40	44%
1,250,001 - 1,500,000	88	10	11%
1,500,001 — 1,750,000	57	10	18%
1,750,001 — 2,000,000	61	7	11%
2,000,001 - 2,250,000	16	5	31%
2,250,001 - 2,500,000	39	5	13%
2,500,001 – 2,750,000	25	6	24%
2,750,001 - 3,000,000	22	3	14%
3,000,001 - 3,500,000	20	3	15%
3,500,001 - 4,000,000	30	0	NA
4,000,001 - 4,500,000	14	1	7%
4,500,001 - 5,000,000	11	0	NA
5,000,001 & Greater	42	2	5%
TOTAL*	857	230	27%
0 to 1 Bedroom	309	116	38%
2 Bedrooms	418	97	23%
3 Bedrooms	115	17	15%
4 Bedrooms & Greater	15	0	NA
TOTAL*	857	230	27%

Community	CONDOS &	TOWNHOMES
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SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	129	16	12%
Downtown	301	96	32%
Westend	197	58	29%
Yaletown	230	60	26%
TOTAL*	857	230	27%

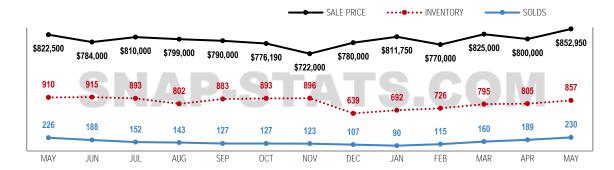
SnapStats®	April	May	Variance
Inventory	805	857	6%
Solds	189	230	22%
Sale Price	\$800,000	\$852,950	7%
Sale Price SQFT	\$1,064	\$1,133	6%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	14	17	21%

^{*}Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 — 1,500,000	0	0	NA
1,500,001 – 1,750,000	2	1	50%
1,750,001 – 2,000,000	5	2	40%
2,000,001 - 2,250,000	4	1	25%
2,250,001 – 2,500,000	7	6	86%
2,500,001 - 2,750,000	11	10	91%
2,750,001 - 3,000,000	26	12	46%
3,000,001 - 3,500,000	37	14	38%
3,500,001 - 4,000,000	57	19	33%
4,000,001 - 4,500,000	49	15	31%
4,500,001 - 5,000,000	59	9	15%
5,000,001 - 5,500,000	36	6	17%
5,500,001 - 6,000,000	41	4	10%
6,000,001 - 6,500,000	18	4	22%
6,500,001 - 7,000,000	27	2	7%
7,000,001 - 7,500,000	11	1	9%
7,500,001 & Greater	121	4	3%
TOTAL*	511	110	22%
2 Bedrooms & Less	16	4	25%
3 to 4 Bedrooms	146	41	28%
5 to 6 Bedrooms	267	50	19%
7 Bedrooms & More	82	15	18%
TOTAL*	511	110	22%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	20	5	25%
Cambie	43	4	9%
Dunbar	44	14	32%
Fairview	1	0	NA
Falsecreek	1	0	NA
Kerrisdale	31	10	32%
Kitsilano	28	4	14%
Mackenzie Heights	23	9	39%
Marpole	26	6	23%
Mount Pleasant	1	1	100%
Oakridge	19	1	5%
Point Grey	62	19	31%
Quilchena	19	4	21%
SW Marine	18	8	44%
Shaughnessy	73	7	10%
South Cambie	3	0	NA
South Granville	60	10	17%
Southlands	25	5	20%
University	14	3	21%
TOTAL*	511	110	22%

SnapStats®	April	May	Variance
Inventory	478	511	7%
Solds	95	110	16%
Sale Price	\$3,486,000	\$3,670,000	5%
Sale Price SQFT	\$1,170	\$1,143	-2%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	19	10	-47%

^{*}Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator WESTSIDE DETACHED: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 91% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Cambie, Oakridge, Shaughnessy and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Mackenzie Heights, SW Marine and 3 to 4 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	3	5	167%*
500,001 - 600,000	7	12	171%*
600,001 – 700,000	40	30	75%
700,001 - 800,000	58	27	47%
800,001 – 900,000	56	45	80%
900,001 - 1,000,000	40	34	85%
1,000,001 - 1,250,000	86	43	50%
1,250,001 – 1,500,000	83	32	39%
1,500,001 – 1,750,000	63	21	33%
1,750,001 – 2,000,000	86	10	12%
2,000,001 - 2,250,000	23	7	30%
2,250,001 - 2,500,000	28	3	11%
2,500,001 – 2,750,000	19	2	11%
2,750,001 - 3,000,000	13	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 - 4,000,000	5	1	20%
4,000,001 - 4,500,000	1	1	100%
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	4	1	25%
TOTAL*	622	274	44%
0 to 1 Bedroom	151	100	66%
2 Bedrooms	295	134	45%
3 Bedrooms	155	38	25%
4 Bedrooms & Greater	21	2	10%
TOTAL*	622	274	44%

Community	CONDOS &	TOWNHOMES
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SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	99	16	16%
Dunbar	19	2	11%
Fairview	55	31	56%
Falsecreek	84	30	36%
Kerrisdale	21	14	67%
Kitsilano	56	50	89%
Mackenzie Heights	4	1	25%
Marpole	67	24	36%
Mount Pleasant	3	5	167%*
Oakridge	25	6	24%
Point Grey	12	6	50%
Quilchena	12	8	67%
SW Marine	7	4	57%
Shaughnessy	9	2	22%
South Cambie	41	6	15%
South Granville	24	7	29%
Southlands	0	0	NA
University	84	62	74%
TOTAL*	622	274	44%

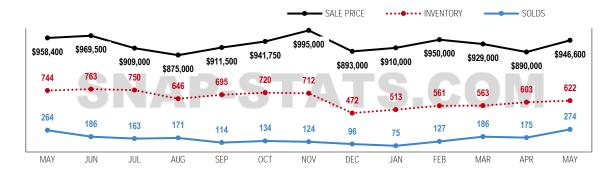
SnapStats®	April	May	Variance
Inventory	603	622	3%
Solds	175	274	57%
Sale Price	\$890,000	\$946,600	6%
Sale Price SQFT	\$989	\$1,056	7%
Sale to List Price Ratio	99%	100%	1%
Days on Market	12	8	-33%

^{*}Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator WESTSIDE ATTACHED: Sellers Market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.75 mil, Cambie, Dunbar, South Cambie and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Kitsilano, University and up to 1 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	1	100%
1,250,001 — 1,500,000	14	3	21%
1,500,001 – 1,750,000	37	26	70%
1,750,001 — 2,000,000	67	32	48%
2,000,001 - 2,250,000	45	29	64%
2,250,001 - 2,500,000	74	16	22%
2,500,001 - 2,750,000	30	8	27%
2,750,001 - 3,000,000	39	5	13%
3,000,001 - 3,500,000	44	1	2%
3,500,001 - 4,000,000	12	3	25%
4,000,001 - 4,500,000	10	0	NA
4,500,001 — 5,000,000	3	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	382	124	32%
2 Bedrooms & Less	18	1	6%
3 to 4 Bedrooms	128	52	41%
5 to 6 Bedrooms	168	54	32%
7 Bedrooms & More	68	17	25%
TOTAL*	382	124	32%

Community	DETACHED HOUSES
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SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	0	NA
Collingwood	82	3	4%
Downtown	0	0	NA
Fraser	22	9	41%
Fraserview	11	10	91%
Grandview Woodland	38	12	32%
Hastings	8	1	13%
Hastings Sunrise	8	7	88%
Killarney	21	9	43%
Knight	23	12	52%
Main	25	4	16%
Mount Pleasant	14	3	21%
Renfrew Heights	39	11	28%
Renfrew	37	24	65%
South Marine	2	0	NA
South Vancouver	28	10	36%
Strathcona	5	0	NA
Victoria	19	9	47%
TOTAL*	382	124	32%

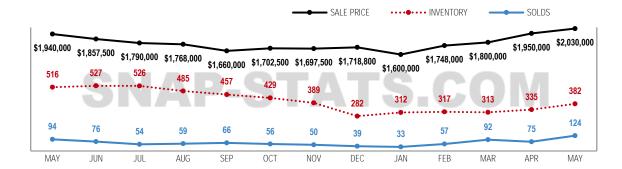
SnapStats®	April	May	Variance
Inventory	335	382	14%
Solds	75	124	65%
Sale Price	\$1,950,000	\$2,030,000	4%
Sale Price SQFT	\$833	\$890	7%
Sale to List Price Ratio	103%	102%	-1%
Days on Market	8	8	0%

^{*}Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator EASTSIDE DETACHED: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Collingwood, Hastings, Main and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraserview, Hastings Sunrise, Renfrew and 3 to 4 bedroom properties
 **With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	1	0	NA
300,001 - 400,000	3	1	33%
400,001 - 500,000	12	10	83%
500,001 - 600,000	61	26	43%
600,001 - 700,000	64	32	50%
700,001 - 800,000	52	36	69%
800,001 — 900,000	58	23	40%
900,001 - 1,000,000	41	28	68%
1,000,001 - 1,250,000	70	23	33%
1,250,001 - 1,500,000	39	11	28%
1,500,001 - 1,750,000	20	2	10%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	440	192	44%
0 to 1 Bedroom	158	70	44%
2 Bedrooms	182	93	51%
3 Bedrooms	81	28	35%
4 Bedrooms & Greater	19	1	5%
TOTAL*	440	192	44%

Community	CONDOS &	TOWNHOMES
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Inventory	Sales	Sales Ratio
6	7	117%*
86	29	34%
42	10	24%
11	3	27%
0	0	NA
25	14	56%
17	10	59%
5	2	40%
10	5	50%
14	3	21%
11	4	36%
96	50	52%
3	1	33%
6	3	50%
55	31	56%
10	3	30%
29	5	17%
14	12	86%
440	192	44%
	6 86 42 11 0 25 17 5 10 14 11 96 3 6 55 10 29 14	6 7 86 29 42 10 11 3 0 0 25 14 17 10 5 2 10 5 14 3 11 4 96 50 3 1 6 3 55 31 10 3 29 5 14 12

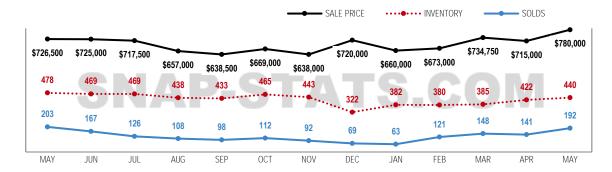
SnapStats®	April	May	Variance
Inventory	422	440	4%
Solds	141	192	36%
Sale Price	\$715,000	\$780,000	9%
Sale Price SQFT	\$924	\$964	4%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	9	8	-11%

^{*}Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator EASTSIDE ATTACHED: Sellers Market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$400,000 to \$500,000 with average 83% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Downtown, Knight, Strathcona and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Victoria and 2 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	5	3	60%
1,500,001 – 1,750,000	10	11	110%*
1,750,001 – 2,000,000	37	21	57%
2,000,001 - 2,250,000	17	18	106%*
2,250,001 – 2,500,000	31	17	55%
2,500,001 – 2,750,000	14	13	93%
2,750,001 – 3,000,000	18	4	22%
3,000,001 – 3,500,000	14	10	71%
3,500,001 – 4,000,000	18	4	22%
4,000,001 - 4,500,000	12	1	8%
4,500,001 – 5,000,000	7	2	29%
5,000,001 - 5,500,000	0	1	NA*
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	188	105	56%
2 Bedrooms & Less	8	0	NA
3 to 4 Bedrooms	105	57	54%
5 to 6 Bedrooms	55	42	76%
7 Bedrooms & More	20	6	30%
TOTAL*	188	105	56%

SnapStats®	April	May	Variance	
Inventory	168	188	12%	
Solds	78	105	35%	
Sale Price	\$2,140,000	\$2,250,000	5%	
Sale Price SQFT	\$829	\$878	6%	
Sale to List Price Ratio	97%	100%	3%	
Days on Market	8	8	0%	

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	3	7	233%*
Boulevard	10	1	10%
Braemar	0	0	NA
Calverhall	2	2	100%
Canyon Heights	25	15	60%
Capilano	2	0	NA
Central Lonsdale	21	8	38%
Deep Cove	13	6	46%
Delbrook	1	0	NA
Dollarton	6	3	50%
Edgemont	10	7	70%
Forest Hills	2	2	100%
Grouse Woods	3	2	67%
Harbourside	0	0	NA
Indian Arm	4	0	NA
Indian River	1	2	200%*
Lower Lonsdale	6	1	17%
Lynn Valley	13	12	92%
Lynnmour	4	0	NA
Mosquito Creek	1	1	100%
Norgate	3	1	33%
Northlands	1	2	200%*
Pemberton Heights	4	5	125%*
Pemberton	3	1	33%
Princess Park	2	5	250%*
Queensbury	1	8	800%*
Roche Point	5	0	NA
Seymour	6	1	17%
Tempe	1	0	NA
Upper Delbrook	9	2	22%
Upper Lonsdale	15	9	60%
Westlynn	5	0	NA
Westlynn Terrace	2	1	50%
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	3	1	33%
TOTAL*	188	105	56%

^{*}Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator NORTH VANCOUVER DETACHED: Sellers Market at 56% Sales Ratio average (5.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil / \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Boulevard, Upper Delbrook and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Edgemont, Lynn Valley and 5 to 6 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	1	NA*
400,001 - 500,000	11	9	82%
500,001 - 600,000	14	20	143%*
600,001 - 700,000	33	23	70%
700,001 - 800,000	28	20	71%
800,001 - 900,000	24	21	88%
900,001 - 1,000,000	17	17	100%
1,000,001 - 1,250,000	35	33	94%
1,250,001 - 1,500,000	52	16	31%
1,500,001 – 1,750,000	25	10	40%
1,750,001 - 2,000,000	10	2	20%
2,000,001 - 2,250,000	3	1	33%
2,250,001 - 2,500,000	4	0	NA
2,500,001 – 2,750,000	5	1	20%
2,750,001 - 3,000,000	2	0	NA
3,000,001 – 3,500,000	7	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	275	174	63%
0 to 1 Bedroom	82	63	77%
2 Bedrooms	111	74	67%
3 Bedrooms	66	24	36%
4 Bedrooms & Greater	16	13	81%
TOTAL*	275	174	63%

SnapStats®	April	May	Variance	
Inventory	269	275	2%	
Solds	134	174	30%	
Sale Price	\$825,000	\$875,000	6%	
Sale Price SQFT	\$923	\$963	4%	
Sale to List Price Ratio	100%	98%	-2%	
Days on Market	7	8	14%	

Community CONDOS & TOWNHOMES

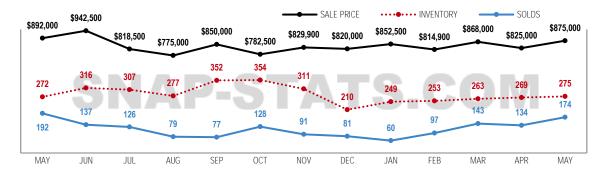
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	1	100%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	3	1	33%
Capilano	2	2	100%
Central Lonsdale	50	40	80%
Deep Cove	0	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	1	5	500%*
Forest Hills	0	0	NA
Grouse Woods	1	1	100%
Harbourside	1	6	600%*
Indian Arm	0	0	NA
Indian River	4	4	100%
Lower Lonsdale	74	38	51%
Lynn Valley	14	13	93%
Lynnmour	38	10	26%
Mosquito Creek	11	11	100%
Norgate	2	1	50%
Northlands	5	5	100%
Pemberton Heights	1	0	NA
Pemberton	38	13	34%
Princess Park	0	2	NA*
Queensbury	2	1	50%
Roche Point	16	12	75%
Seymour	0	2	NA*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	10	4	40%
Westlynn	1	2	200%*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	275	174	63%

^{*}Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator NORTH VANCOUVER ATTACHED: Sellers Market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Lynnmour, Pemberton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Mosquito Creek and minimum 4 bedroom properties **With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	1	0	NA
1,750,001 — 2,000,000	5	5	100%
2,000,001 - 2,250,000	9	5	56%
2,250,001 - 2,500,000	14	6	43%
2,500,001 - 2,750,000	19	3	16%
2,750,001 - 3,000,000	37	4	11%
3,000,001 - 3,500,000	33	5	15%
3,500,001 - 4,000,000	44	2	5%
4,000,001 - 4,500,000	24	3	13%
4,500,001 - 5,000,000	34	1	3%
5,000,001 - 5,500,000	16	1	6%
5,500,001 - 6,000,000	22	1	5%
6,000,001 - 6,500,000	12	0	NA
6,500,001 - 7,000,000	27	1	4%
7,000,001 - 7,500,000	4	0	NA
7,500,001 & Greater	72	2	3%
TOTAL*	373	39	10%
2 Bedrooms & Less	12	1	8%
3 to 4 Bedrooms	163	16	10%
5 to 6 Bedrooms	175	19	11%
7 Bedrooms & More	23	3	13%
TOTAL*	373	39	10%

SnapStats®	1	April	May	Variance
Inventory	(319	373	17%
Solds	4	46	39	-15%
Sale Price	(\$3,500,500	\$2,870,000	-18%
Sale Price SQFT	(\$992	\$921	-7%
Sale to List Price	Ratio	100%	99%	-1%
Davs on Market	•	18	11	-39%

Community DETACHED HOUSES

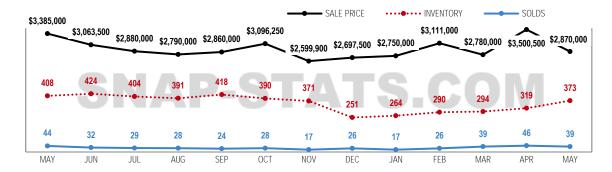
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	9	0	NA
Ambleside	27	6	22%
Bayridge	7	1	14%
British Properties	77	3	4%
Canterbury	10	0	NA
Caulfield	24	2	8%
Cedardale	2	1	50%
Chartwell	30	0	NA
Chelsea Park	3	0	NA
Cypress	7	0	NA
Cypress Park Estates	14	2	14%
Deer Ridge	0	0	NA
Dundarave	22	2	9%
Eagle Harbour	18	3	17%
Eagleridge	5	1	20%
Furry Creek	8	0	NA
Gleneagles	6	1	17%
Glenmore	14	5	36%
Horseshoe Bay	3	2	67%
Howe Sound	2	0	NA
Lions Bay	14	0	NA
Olde Caulfield	4	1	25%
Panorama Village	3	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	12	1	8%
Rockridge	7	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	4	6	150%*
Upper Caulfield	5	0	NA
West Bay	10	1	10%
Westhill	7	0	NA
Westmount	8	0	NA
Whitby Estates	5	1	20%
Whytecliff	3	0	NA
TOTAL*	373	39	10%

^{*}Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator WEST VANCOUVER DETACHED: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, British Properties and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Glenmore and minimum 7 bedroom properties

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521



^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	1	0	NA
500,001 - 600,000	2	3	150%*
600,001 – 700,000	0	2	NA*
700,001 — 800,000	6	2	33%
800,001 – 900,000	8	1	13%
900,001 – 1,000,000	6	3	50%
1,000,001 — 1,250,000	18	5	28%
1,250,001 - 1,500,000	12	5	42%
1,500,001 – 1,750,000	7	4	57%
1,750,001 – 2,000,000	16	0	NA
2,000,001 – 2,250,000	2	5	250%*
2,250,001 - 2,500,000	3	1	33%
2,500,001 – 2,750,000	5	2	40%
2,750,001 - 3,000,000	7	0	NA
3,000,001 – 3,500,000	3	1	33%
3,500,001 - 4,000,000	5	1	20%
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	107	35	33%
		_	
0 to 1 Bedroom	28	5	18%
2 Bedrooms	60	23	38%
3 Bedrooms	19	7	37%
4 Bedrooms & Greater	0	0	NA
TOTAL*	107	35	33%

SnapStats®	April	May	Variance	
Inventory	112	107	-4%	
Solds	20	35	75%	
Sale Price	\$1,473,000	\$1,350,000	-8%	
Sale Price SQFT	\$1,125	\$1,059	-6%	
Sale to List Price Ratio	98%	97%	-1%	
Days on Market	11	24	118%	

Community CONDOS & TOWNHOMES

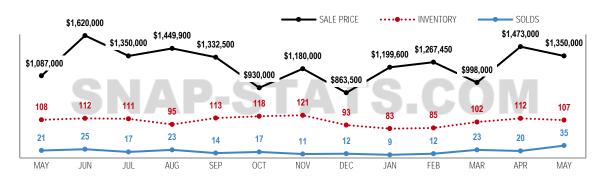
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	Inventory 0	0	NA
Ambleside	24	10	42%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	2	67%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	7	3	43%
Deer Ridge	1	1	100%
Dundarave	16	6	38%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	18	2	11%
Howe Sound	0	1	NA*
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	4	2	50%
Park Royal	31	6	19%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	0	1	NA*
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	2	1	50%
Whytecliff	0	0	NA
TOTAL*	107	35	33%

^{*}Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator WEST VANCOUVER ATTACHED: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Horseshoe Bay and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Dundarave and 2 to 3 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances



SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	8	2	25%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	3	300%*
1,250,001 — 1,500,000	7	1	14%
1,500,001 – 1,750,000	26	24	92%
1,750,001 - 2,000,000	57	21	37%
2,000,001 - 2,250,000	31	8	26%
2,250,001 - 2,500,000	45	9	20%
2,500,001 - 2,750,000	19	10	53%
2,750,001 - 3,000,000	32	8	25%
3,000,001 - 3,500,000	52	10	19%
3,500,001 - 4,000,000	35	8	23%
4,000,001 - 4,500,000	16	1	6%
4,500,001 - 5,000,000	12	0	NA
5,000,001 - 5,500,000	6	0	NA
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	2	0	NA
7,000,001 - 7,500,000	2	0	NA
7,500,001 & Greater	4	0	NA
TOTAL*	360	105	29%
2 Bedrooms & Less	18	4	22%
3 to 4 Bedrooms	127	37	29%
5 to 6 Bedrooms	190	61	32%
7 Bedrooms & More	25	3	12%
TOTAL*	360	105	29%

SnapStats®	April	May	Variance
Inventory	323	360	11%
Solds	91	105	15%
Sale Price	\$2,030,000	\$2,050,000	1%
Sale Price SQFT	\$765	\$714	-7%
Sale to List Price Ratio	97%	103%	6%
Days on Market	23	11	-52%

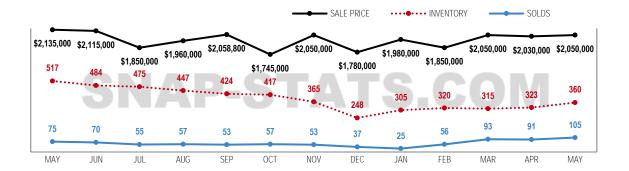
Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	6	0	NA
Bridgeport	10	0	NA
Brighouse	11	0	NA
Brighouse South	4	0	NA
Broadmoor	42	5	12%
East Cambie	4	6	150%*
East Richmond	10	0	NA
Garden City	14	2	14%
Gilmore	4	0	NA
Granville	23	6	26%
Hamilton	14	8	57%
Ironwood	7	8	114%*
Lackner	9	11	122%*
McLennan	6	2	33%
McLennan North	1	0	NA
McNair	9	6	67%
Quilchena	16	5	31%
Riverdale	21	3	14%
Saunders	15	8	53%
Sea Island	0	2	NA*
Seafair	30	3	10%
South Arm	17	4	24%
Steveston North	19	3	16%
Steveston South	16	5	31%
Steveston Village	5	2	40%
Terra Nova	8	3	38%
West Cambie	17	5	29%
Westwind	4	1	25%
Woodwards	18	7	39%
TOTAL*	360	105	29%
		. •	

Market Summary

- Market Type Indicator RICHMOND DETACHED: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 92% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Broadmoor, Garden City, Riverdale, Seafair and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Ironwood, Lackner, McNair and 5 to 6 bedroom properties
 "With minimum inventory of 10 in most instances

13 Month Market Trend



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^{*}Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.



RICHMOND

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	10	6	60%
300,001 - 400,000	9	2	22%
400,001 - 500,000	33	13	39%
500,001 - 600,000	44	43	98%
600,001 - 700,000	56	34	61%
700,001 - 800,000	71	42	59%
800,001 - 900,000	64	35	55%
900,001 - 1,000,000	61	42	69%
1,000,001 - 1,250,000	120	31	26%
1,250,001 - 1,500,000	62	21	34%
1,500,001 - 1,750,000	28	8	29%
1,750,001 - 2,000,000	11	0	NA
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	2	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	3	0	NA
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	581	277	48%
0 to 1 Bedroom	109	66	61%
2 Bedrooms	259	123	47%
3 Bedrooms	160	68	43%
4 Bedrooms & Greater	53	20	38%
TOTAL*	581	277	48%

SnapStats®	April	May	Variance
Inventory	630	581	-8%
Solds	242	277	14%
Sale Price	\$791,250	\$797,000	1%
Sale Price SQFT	\$819	\$837	2%
Sale to List Price Ratio	100%	100%	0%
Days on Market	10	10	0%

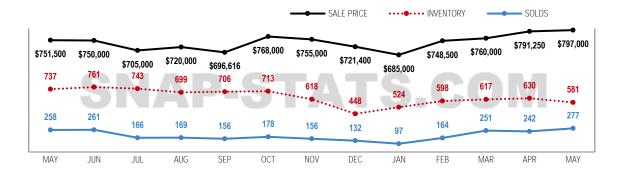
Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	9	8	89%
Bridgeport	32	6	19%
Brighouse	230	88	38%
Brighouse South	45	24	53%
Broadmoor	5	2	40%
East Cambie	2	8	400%*
East Richmond	0	1	NA*
Garden City	5	0	NA
Gilmore	0	0	NA
Granville	9	3	33%
Hamilton	24	8	33%
Ironwood	11	7	64%
Lackner	2	4	200%*
McLennan	0	0	NA
McLennan North	39	24	62%
McNair	1	0	NA
Quilchena	2	1	50%
Riverdale	11	7	64%
Saunders	7	5	71%
Sea Island	0	0	NA
Seafair	2	1	50%
South Arm	13	10	77%
Steveston North	6	3	50%
Steveston South	13	13	100%
Steveston Village	6	2	33%
Terra Nova	5	2	40%
West Cambie	91	46	51%
Westwind	0	1	NA*
Woodwards	11	3	27%
TOTAL*	581	277	48%

Market Summary

- Market Type Indicator RICHMOND ATTACHED: Sellers Market at 48% Sales Ratio average (4.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average 98% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$300,000 to \$400,000, Bridgeport, Woodwards and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, East Cambie, Steveston South and up to 1 bedroom properties
 **With minimum inventory of 10 in most instances

13 Month Market Trend



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^{*}Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

¢0 000 000			Sales Ratio
\$0 - 800,000		0	NA
800,001 - 900,000 0	(0	NA
900,001 – 1,000,000 1		0	NA
1,000,001 – 1,250,000 1		2	200%*
1,250,001 – 1,500,000 14	ļ	14	100%
1,500,001 – 1,750,000 22) -	11	50%
1,750,001 – 2,000,000)	10	53%
2,000,001 - 2,250,000 7		3	43%
2,250,001 - 2,500,000 7		1	14%
2,500,001 – 2,750,000 5		1	20%
2,750,001 – 3,000,000 8		1	13%
3,000,001 – 3,500,000 3	(0	NA
3,500,001 – 4,000,000 1		0	NA
4,000,001 - 4,500,000 1	(0	NA
4,500,001 - 5,000,000 0		0	NA
5,000,001 – 5,500,000 1	(0	NA
5,500,001 - 6,000,000 2	(0	NA
6,000,001 - 6,500,000 1	(0	NA
6,500,001 - 7,000,000 0	(0	NA
7,000,001 - 7,500,000 0	(0	NA
7,500,001 & Greater 0	(0	NA
TOTAL* 93	}	43	46%
2 Bedrooms & Less 3		1	33%
3 to 4 Bedrooms 60			52%
5 to 6 Bedrooms 27	1		37%
7 Bedrooms & More 3		1	33%
TOTAL* 93	3	43	46%

SnapStats®	April	May	Variance
Inventory	98	93	-5%
Solds	31	43	39%
Sale Price	\$1,450,000	\$1,595,000	10%
Sale Price SQFT	\$588	\$592	1%
Sale to List Price Ratio	97%	100%	3%
Days on Market	16	12	-25%

Community DETACHED HOUSES

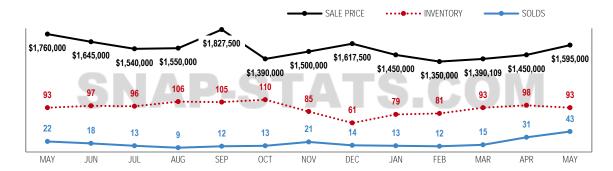
	Inventory	Sales	Sales Ratio
Beach Grove	7	6	86%
Boundary Beach	7	1	14%
Cliff Drive	12	5	42%
English Bluff	16	5	31%
Pebble Hill	20	10	50%
Tsawwassen Central	14	8	57%
Tsawwassen East	7	5	71%
Tsawwassen North	10	3	30%
TOTAL*	93	43	46%

*Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator TSAWWASSEN DETACHED: Sellers Market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, English Bluff, Tsawwassen North and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and 3 to 4 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	2	2	100%
500,001 - 600,000	5	1	20%
600,001 – 700,000	11	8	73%
700,001 - 800,000	9	2	22%
800,001 – 900,000	7	2	29%
900,001 - 1,000,000	3	0	NA
1,000,001 - 1,250,000	11	1	9%
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 - 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	52	16	31%
	_	_	
0 to 1 Bedroom	8	3	38%
2 Bedrooms	27	12	44%
3 Bedrooms	15	1	7%
4 Bedrooms & Greater	2	0	NA
TOTAL*	52	16	31%

Community	CONDOS &	TOWNHOMES
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SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	1	17%
Boundary Beach	4	1	25%
Cliff Drive	6	4	67%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	4	1	25%
Tsawwassen East	5	3	60%
Tsawwassen North	27	6	22%
TOTAL*	52	16	31%

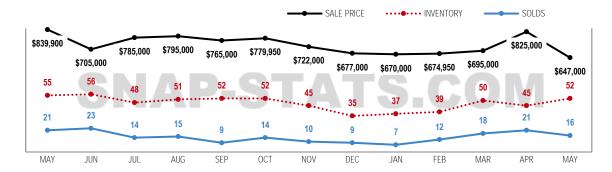
SnapStats®	April	May	Variance
Inventory	45	52	16%
Solds	21	16	-24%
Sale Price	\$825,000	\$647,000	-22%
Sale Price SQFT	\$642	\$684	7%
Sale to List Price Ratio	99%	99%	0%
Days on Market	9	22	144%

^{*}Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator TSAWWASSEN ATTACHED: Sellers Market at 31% Sales Ratio average (3.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil and 3 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and 2 bedroom properties

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances



ADNER

Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	2	0	NA
800,001 - 900,000	2	2	100%
900,001 - 1,000,000	0	1	NA*
1,000,001 - 1,250,000	4	6	150%*
1,250,001 - 1,500,000	15	9	60%
1,500,001 - 1,750,000	6	5	83%
1,750,001 — 2,000,000	7	5	71%
2,000,001 - 2,250,000	4	0	NA
2,250,001 - 2,500,000	5	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	51	28	55%
2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	29	17	59%
5 to 6 Bedrooms	14	7	50%
7 Bedrooms & More	1	1	100%
TOTAL*	51	28	55%

SnapStats®	April	May	Variance
Inventory	55	51	-7%
Solds	19	28	47%
Sale Price	\$1,450,000	\$1,440,000	-1%
Sale Price SQFT	\$605	\$637	5%
Sale to List Price Ratio	104%	99%	-5%
Days on Market	7	18	157%

Community DETACHED HOUSES

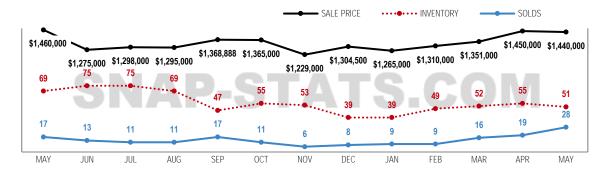
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	3	60%
East Delta	2	0	NA
Hawthorne	15	7	47%
Holly	8	4	50%
Ladner Elementary	9	6	67%
Ladner Rural	2	0	NA
Neilsen Grove	4	8	200%*
Port Guichon	5	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	51	28	55%

*Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator LADNER DETACHED: Sellers Market at 55% Sales Ratio average (5.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Hawthorne, Holly and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 3 to 4 bedroom properties

13 Month Market Trend



Compliments of...

SnapStats Publishing SnapStats Publishing Company 604.229.0521



^{**}With minimum inventory of 10 in most instances



LADNER

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 — 500,000	0	0	NA
500,001 - 600,000	2	4	200%*
600,001 – 700,000	1	3	300%*
700,001 - 800,000	2	2	100%
800,001 - 900,000	1	3	300%*
900,001 - 1,000,000	3	5	167%*
1,000,001 - 1,250,000	3	3	100%
1,250,001 - 1,500,000	3	3	100%
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	15	23	153%*
0 to 1 Bedroom	1	1	100%
2 Bedrooms	4	11	275%*
3 Bedrooms	7	8	114%*
4 Bedrooms & Greater	3	3	100%
TOTAL*	15	23	153%*

,	0	1 1 1 7 0
3	3	100%
15	23	153%*
April	May	Variance
28	15	-46%
24	23	-4%
\$842,500	\$895,000	6%
¢ 4 1 7	¢ ረ ጋ /	-2%
	April 28 24 \$842,500	April May 28 15 24 23

102%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	0	5	NA*
East Delta	1	1	100%
Hawthorne	3	5	167%*
Holly	0	1	NA*
Ladner Elementary	4	3	75%
Ladner Rural	0	0	NA
Neilsen Grove	7	8	114%*
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	15	23	153%*

*Sales Ratio suggests market type and speed (le Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

Sale to List Price Ratio

Days on Market

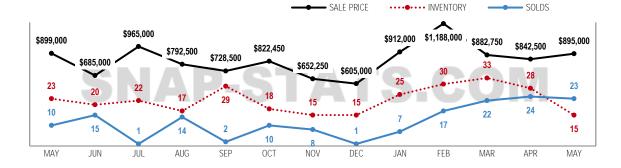
- Market Type Indicator LADNER ATTACHED: Sellers Market at 153% Sales Ratio average (15.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 5 sales price band of \$900,000 to \$1 mil
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Neilsen Grove and 2 to 3 bedroom properties

-2%

17%

100%

13 Month Market Trend



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^{**}With minimum inventory of 10 in most instances